

AgGateway Case Studies

WinField United Optimizes Accounts Payable Processes; Gains Speed and Accuracy

Background

Land O' Lakes is a Fortune 200 company and farmer-owned cooperative that operates across the globe. It works across crop inputs and insights, animal nutrition, dairy foods and sustainability. WinField United is a division of Land O' Lakes Inc., headquartered in Arden Hills, Minn., that seeks to provide insight-driven agronomic excellence to its customers.



Challenges

WinField United was looking to improve accuracy, efficiency, scalability and timeliness in its accounts payable department. Processing paper invoices is a manual, time-consuming effort that can lead to data entry errors.

Solution

WinField United partnered with manufacturers to implement AgGateway standardized electronic invoicing for crop protection and seed products. This standardization allows for seamless computer-to-computer exchange of information between WinField United and its manufacturing partners.

The solution entailed using AgGateway's XML invoicing standard, as well as using common identifiers provided through AgGateway's Ag Industry Identification System (AGIIS), which includes standard location and product identifiers used throughout the industry.

Results

By implementing AgGateway standards, Winfield United was able to eliminate data entry errors. This resulted in a reduction of invoice processing time by 87%. The use of XML invoicing has allowed for the accounts payable billing team to speed up the processing time for invoicing customers. This is all due to the efficiency and accuracy that XML invoicing offers.

"The removal of manual intervention, when it comes to invoicing, allows for greater accuracy and reduction in resources," said Jim Glynn, Pricing and Business Services Manager.

Key Points

- **Accuracy:** Eliminated data entry errors.
- **Efficiency:** Time to process a vendor invoice was reduced by 87%.
- **Scalability:** The use of AgGateway standards makes it easy to enable additional trading partners.
- **Timeliness:** Reduces turnaround time from receiving a manufacturer invoice to invoicing the retailer.

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- Jim Glynn, Pricing and Business Services Manager

“[The process] reduces human error and allows us to invoice our customers in a timelier manner.”

- Kiala Lickteig, Customer Service Manager

Customer Service Manager Kiala Lickteig noted that the new process, “reduces human error and allows us to invoice our customers in a timelier manner.”

Future Plans

WinField United is connecting electronically with additional manufacturer trading partners as those trading partners build the in-house capability to send electronic invoices.

Recognizing the savings and efficiency of going electronic, WinField United is now focusing on a project to enable electronic transaction of invoices with its retail customers (XML transactions), expanding efficiency along the entire value chain.



About AgGateway

AgGateway is a non-profit organization dedicated to the expanded use of information to maximize efficiency and productivity, promoting and enabling the industry's transition to digital agriculture. www.AgGateway.org